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### ***SBA WARNS BUSINESSES TO BE WARY OF CALLERS WHO IMPLY LINKS WITH AGENCY***

In recent weeks, the agency has received a number of complaints from members of the public advising that representatives of a private entity identifying itself as "SBA," or "SBA Online," or "Small Business Advantage" have contacted their businesses seeking to interest them in purchasing certain commercial services allegedly offered by their organization, or in paying to become members of "SBA."

If you know of any businesses contacted by anyone claiming to represent a private entity identified as "SBA," or an entity with a name suggestive of the Small Business Administration, have them get in touch with SBA's Office of Inspector General (OIG) with the details of any such contact. They can call (202) 205-6586, fax (202) 205-7382, or E-mail: [oig@sba.gov](mailto:oig@sba.gov).

The public should note that the U.S. Small Business Administration neither solicits membership fees nor contacts businesses to obtain sensitive information about small businesses or individuals unless it is part of a particular matter pending before the agency (such as a loan application).

### **National Matchmaking Procurement Trade Conference & Expo**

September 17-19, 2003  
Washington D.C.

Part of the SBA's 50<sup>th</sup> Anniversary events include the "SBA's National Entrepreneurial Conference & Expo" scheduled in Washington, D.C. from September 17-19, 2003. This conference & expo are key components of National Small Business Week and Annual Procurement Conference taking place during the SBA's Anniversary.

The components of this national conference & expo include business sessions, matchmaking sessions, and trade show. Participation in this event will include all major Federal procurement agencies. The matchmaking component will bring together subs and prime contractors with small businesses to make deals at the conference.

<http://www.sba.gov/50/index.html>



### ***2003 Small Business Awards***

The April 25<sup>th</sup> event honored the New Mexico Small Business Person of the year, Paul Benson, President and General Manager of Dankoff Solar Products, Inc., located in Santa Fe; *Entrepreneurial Success of the Year*, Anthony Thomas, President & CEO of U. S. Cotton, LLC, located in Rio Rancho; *SBA Young Entrepreneur of the Year*, Christina Moya, President of Santa Fe Protective Services, located in Santa Fe; *Small Business Exporters of the Year*, Alfredo Cortazar, President, & Kenny S. Mosher, Vice President of Operations of Sombra Cosmetics, located in Albuquerque. The *New Mexico Advocate award winners* included *Financial Services Advocate* of the Year, Edward J. Consroe, President, Citibank/Citicorp Credit Services, located in Albuquerque, NM; *Home-Based Business Advocate of the Year*, Liz Davenport, Owner, Order from Chaos, located in Albuquerque, NM; *Minority Small Business Advocate of the Year*, Stephen F. Mee, Program Manager, Facility & Waste Operations/Cerro Grande Rehabilitation Project at Los Alamos National Laboratory, located in Los Alamos, NM; *Research Advocate of the Year*, Andrew J. DeSalvo, Chairman of the Board & President, New Mexico Hunt and Hound, Inc, located in Ojo Caliente, NM; *Small Business Journalist of the Year*, Eric Fisher, Editor the Four Corners Business Journal, located in Farmington, NM; *Women In Business Advocate*, Ms. Cheri Tillman Anderson, President, The Reality Education Group, located in Sandia Park, NM; and *Veteran Small Business Advocate of the Year*, H. Harry Bogosian, Service Officer at the New Mexico Veteran's Service Commission, located in Rio Rancho, NM. Also honored at the event were the *Region VI Prime Contractor of the Year Award Winner*, Michael A. Romero, President of Terradigm, Inc. "This year's winners represent the ingenuity, integrity, commitment, and innovative spirit of America's small business entrepreneurs", states District Director McMahon.



## MODIFIED PROCEDURES FOR SBA EXPRESS

*The SBA continues to work with its lending partners to revise and enhance the SBAExpress program and to ensure it fits as seamlessly as possible with lenders' standard loan practices. These efforts are intended to reduce the paperwork, procedures, and costs associated with small SBA loans and to increase the number of*

*those loans approved by SBA lenders.*

SBA is modifying and clarifying its interest rate requirements for SBAExpress, as set forth in paragraph 5.B(5) of the SBAExpress Program Guide, dated October 1, 2002. SBAExpress lenders are now authorized to establish their own base rate for variable rate SBAExpress loans, so long as their overall effective rate for these loans does not exceed the Wall Street Journal Prime rate by 6.5 percent for loans of \$50,000 or less and by 4.5 percent for loans over \$50,000 up to \$250,000, regardless of the maturity of the loan. (However, the amount of interest SBA will pay to a lender following default of an SBAExpress loan is capped at the maximum interest rate for the standard 7(a) loan program.)

Lenders may also adjust their interest rates on variable rate SBAExpress loans at their discretion, which could be more frequently than monthly, but the adjustments must be consistent with the frequency of their adjustments for similar non-SBA guaranteed loans.



However, loans with interest rate adjustments more frequently than monthly, with base rates other than the prime rate (as published daily in a national financial newspaper) or using SBA's Optional Peg Rate cannot be sold on the secondary market.

To streamline the SBAExpress loan product, the Agency is beginning to accept electronic transmission of SBAExpress loans from a limited number of lenders. This initiative is expected to significantly expedite and reduce the cost of processing SBAExpress loans for the Agency and for its lending partners. Eventually all SBAExpress loans will be transmitted to the SBA electronically. The first phase of this initiative, which is available immediately, allows selected lenders to process SBAExpress loans electronically via a web application. SBAExpress lenders interested in taking advantage of this feature should contact Stephen Kucharski at 202-205-7551 for additional information.

Phase two of electronic loan processing will allow selected lenders to directly transfer SBAExpress loan files to the Agency, which will eliminate any dual entry of SBAExpress data. While phase two is also available immediately, it is contingent on lenders and/or their SBA origination software vendors incorporating SBAExpress electronic processing requirements into their proprietary software systems. Several software vendors have begun incorporating those requirements into their software, and some lenders have also initiated software revisions. Other lenders interested in developing this functionality should also contact Stephen Kucharski.

<http://www.sba.gov/financing/frfastrak.htm>



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NEWSLETTER**

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- Enter your first name, last name and e-mail address in the box at the bottom of the page and click on "Subscribe." You will receive an e-mail to confirm your subscription.

**August 11-13, 2003**



**★ 9TH ANNUAL ★  
MID-AMERICA  
LENDERS'  
CONFERENCE  
AUSTIN • TEXAS**

The **Mid-America Lenders' Conference** (MALC) will be held in Austin, Texas ~ August 11-13, 2003. Learn more about this dynamic opportunity to make SBA loan programs a profitable, productive part of your portfolio at [www.utsa.edu/malc](http://www.utsa.edu/malc).

# Upcoming Training/Seminars

## **SBA** 8(a) Business Development

### **Monthly 8(a) Business Development Program Workshops**

The SBA's Section 8(a) Program is intended to help socially and economically disadvantaged business owners. SBA assists these firms in gaining equal access to the resources necessary to develop their business and, thereby, improve their ability to compete on an equal basis in the mainstream of the American economy.

The free workshops are presented on the first Thursday of every month from 1:00 pm to 3:30 pm. To register for any of the workshops, or to obtain additional information, please call the SBA Office at 505/346-7909 or 505/346-6751. Additional information on the program is also available on the SBA Website at <http://www.sba.gov/8abd>.

- ✚ **June 5, 2003** @ SBA Office (Conference Room), 625 Silver Avenue, SW, Suite 320.
- ✚ **July 10, 2003** @ Albuquerque Hispano Chamber of Commerce/Business Info Center, 1309 4<sup>th</sup> Street, SW (Board Room). (Date changed because of Holiday)
- ✚ **August 7, 2003** @ SBA Office (Conference Room), 625 Silver Avenue, SW, Suite 320.



### **Federal Dollars & Sense for Women-Owned Business Conference** **Scheduled August 21st – Mark Your Calendars!**

A "Federal Dollars & Sense for Women Owned Business Conference" is scheduled to be held on August 21, 2003 in Albuquerque, NM. The ATVI Small Business Development Center and the NM Small Business Development Center Network together with the NM SBA District Office are hosting the conference. It will be held at the ATVI Workforce Training Center located at 5600 Eagle Rock Avenue, NE. The conference is a daylong event aimed at providing information to businesses on how the federal government agencies buy, how to market their businesses, how to access the management and technical resources available, and how to network. The topics mentioned above are just some of areas that will be covered. The conference is aimed at women owned business owners, but it is open to any small business that wishes to learn more about doing business with the federal, state, and local entities. For additional information, please contact the SBA Office at 505/346-6759.



### **"Essentials For Starting A New Business"**

This workshop is held on the third Friday of the month from 9:00 am - 4:00 pm (8:30 am registration). There is a workshop fee of \$35.00 per person.

The workshop emphasizes all the essential elements needed for successful business practices. Topics include Anatomy of a Business; The Law and Business; Necessary Insurance; Record Keeping Elements; Tax Considerations; Banking and Borrowing and SBA Programs and Resources. Call (505) 346-6750 for additional information or to register for the workshop.

June 25, 2003

July 18, 2003

August - No Workshop Scheduled

### **PASSPORT TO OPPORTUNITY**

#### ***How To Get Through the Government Contracting Door***

The New Mexico SBA District Office and the General Services Administration together with the New Mexico Small Business Development Center Network and the American Indian Chamber of Commerce of New Mexico, have joined together to host procurement outreach efforts throughout New Mexico. This outreach consists of conferences entitled "Passport to Opportunity – How To Get Through the Government Contracting Door." These sessions provide information to the small business community on the available resources available through SBA, GSA, SBDC, NM Procurement Assistance Program, and local resources in reference to the procurement process and opportunities. Small businesses can learn about the basics of the SBA HUBZone, 8(a), and GSA programs. The first two sessions were held in Albuquerque (January) and in Farmington (April) with a great response from the small business community. Future sessions are scheduled to be held in Santa Fe, Las Cruces, Silver City, and Roswell, NM. For additional information, please contact the SBA Office at 505/346-7909 or 505/346-6751.

- Santa Fe, NM – June 10, 2003
- Las Cruces, NM – August 14, 2003
- Silver City, NM – August 15, 2003
- Roswell, NM – September 9, 2003

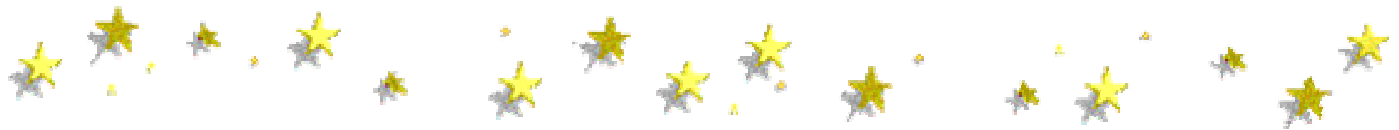
**Top Five SBA Lenders By Rank  
504 Loan Program  
(Mid-Year 2003)**

***Wells Fargo Bank  
Citizens Bank of Las Cruces  
First State Bank, NM  
New Mexico Bank & Trust  
Western Bank of Clovis***



**Top Five SBA Lenders By Rank  
7(a) Guaranteed Loan  
Program  
(Mid-Year 2003)**

***Bank of America  
Wells Fargo Bank  
Western Commerce Bank  
Bank of the Southwest  
First State Bank, NM***



***Updated SBA Loan Authorizations and Wizards***

SBA annually reviews, updates and refines National Authorizations and corresponding Wizards. These provide SBA personnel and Lenders with an automated tool to use when preparing required Authorizations for SBA loans. SBA has modified the four National Authorization Boilerplates and their corresponding Wizards. The list of changes pertaining to each Boilerplate is available in the 'What's New' section of the National Authorization Boilerplate. The Boilerplate and the list of new features in the Wizard are available from 'Wizard Help' on the MS-Word tool bar.

The updated National Authorization Boilerplates and corresponding Wizards are Version 4.3 of the National 7(a) Authorization, Version 1.5 of the National CAPLines Authorization, Version 1.4 of the National EWCP Authorization, and Version 4.2 of the National 504 Authorization.

Beginning May 5, 2003, SBA field offices must begin using these revised authorizations for all loans they prepare. Beginning June 5, 2003, PLP lenders must begin using these revised authorizations for all loans they prepare. Beginning June 5, 2003, all PCLP CDCs and any CDC producing draft authorizations must begin using Version 4.2 of the National 504 Authorization.



The answers to technical questions related to accessing and using the Wizards can be found in SBA Notices 5000-796 (7a), 797 (EWCP), 798 (CAPLines) and 799 (504). These notices can be accessed at <http://www.sba.gov/banking/indexnotices.html>.